

Message Text

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PAGE 01 STOCKH 01653 181517Z
ACTION EUR-12

INFO OCT-01 ISO-00 EB-08 /021 W
-----182037Z 123680 /53

R 181422Z APR 77
FM AMEMBASSY STOCKHOLM
TO USDOC WASHDC
INFO SECSTATE WASHDC 0347

UNCLAS STOCKHOLM 1653

FOR BIC/OED

E.O. 11652: N/A
TAGS: BTRA, SW
SUBJ: COMMERCIAL INVITATION: U.S. VISIT OF MR. LENNART EKSTRAND
OF AB SALJKONSULT BORJE LINDBERY, STOCKHOLM, SWEDEN,
ON BEHALF OF THE SWEDISH COMPANY POLYPUR AB, STOCKHOLM,
SWEDEN

1. A COMMERCIAL INVITATION HAS BEEN ISSUED TO MR. LENNART EKSTRAND, SENIOR CONSULTANT OF AB SALJKONSULT (SALES CONSULTANTS, INC.), STOCKHOLM, SWEDEN, WHO WILL VISIT THE UNITED STATES ON BEHALF OF THE SWEDISH COMPANY, POLYPUR AB, VEGAGATAN 5, S-172 34 SUNDBYBERG, SWEDEN. MR. EKSTRAND IS SEEKING TO ARRANGE TO LICENSE FOR U.S. MANUFACTURE POLYPUR'S COMPOSTING AND WASTE DISPOSAL UNITS AND WATER TREATMENT EQUIPMENT. (SEE STOCKHOLM A-59, DATED APRIL 19, 1977.)

2. MR. EKSTRAND WILL ARRIVE IN U.S.A. IN THE END OF MAY AND PLANS TO STAY UNTIL BEGINNING OF AUGUST 1977. HIS ITINERARY IS NOT FIXED SINCE IT WILL DEPEND ON INQUIRIES FROM U.S. PROSPECTS.

3. POLYPUR AB (ESTABLISHED 1967) HAS 40 EMPLOYEES AND SHARE CAPITAL OF SKR 240 THOUSAND. ITS SALES TURNOVER IS APPROXIMATELY SKR 7 MILLION. SALES AREA: (SWEDEN (95 PERCENT); THE REMAINING 5 PERCENT INCLUDE WEST GERMANY, SWITZERLAND AND OTHER SCANDINAVIA.
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ACCORDING TO LOCAL CREDIT SOURCES, AB POLYPROJEKT, THE PARENT COMPANY OF POLYPUR AB, HAS PERIODICALLY SUFFERED FINANCIAL PROBLEMS BECAUSE OF HIGH DEVELOPMENT COSTS. THESE SOURCES, HOWEVER, DO NOT RECOMMEND AGAINST BUSINESS RELATIONS WITH THE FIRM.
SMITH

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NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01-Jan-1994 12:00:00 am
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
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Decaption Date: 01-Jan-1960 12:00:00 am
Decaption Note:
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Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01-Jan-1960 12:00:00 am
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1977STOCKH01653
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D770134-0601
Format: TEL
From: STOCKHOLM
Handling Restrictions: n/a
Image Path:
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Legacy Key: link1977/newtext/t19770445/aaaabnce.tel
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Litigation Code IDs:
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Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: n/a
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
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Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 2771340
Secure: OPEN
Status: NATIVE
Subject: COMMERCIAL INVITATION: U.S. VISIT OF MR. LENNART EKSTRAND OF AB SALJKONSULT BORJE LINDBERY, STOCKHOLM, SWEDEN, ON BEHALF OF THE SWEDISH COMPANY POLY PUR AB, STOCK
TAGS: BTRA, SW, (EKSTRAND, LENNART)
To: COM
Type: TE
vdkgvkey: odb://SAS/SAS.dbo.SAS_Docs/eb5e3aa3-c288-dd11-92da-001cc4696bcc
Review Markings:
Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
22 May 2009
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 22 May 2009